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Official Organ: The National Team Owners' Association American Association of Transfer Companies.



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#### Results are Wanted.

VERY manufacturer who has hauling to do should be interested in Motor Trucks-either as a factor in reducing the cost, or increasing the efficiency of the service in his shipping department. To show results, a motor truck must either replace three or four teams, carry heavier loads, or improve the service.

White motor trucks usually secure at least two or more of these benefits, because they have ample capacity-because they have simple powerful engines, well built of materials to endure. Having simple engines White trucks require a minimum of attention, and are seldom idle for repairs. Further, every part is accessible -any minor adjustment can be promptly made, and any teamdriver can operate them.

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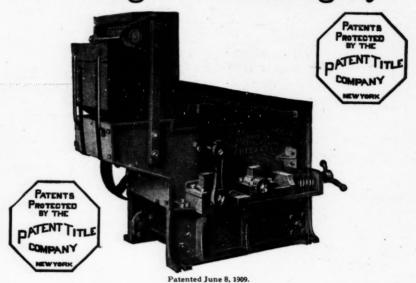
White trucks are economical because the engine being of moderate size is economical. White engines are powerful because their long-stroke cylinders secure from the fuel every atom of power. White trucks are untiring-their capacity limited only by the capacity of the driver.

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We own the Original Patent. It is not only our intention to keep ahead of the procession after securing protection for our invention, but to keep our machines in a class by themselves—UNSURPASSED.

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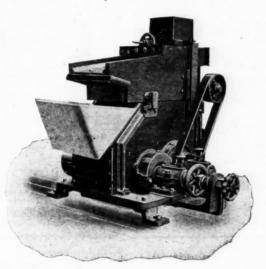
Buy an Oat or Corn Crusher until you have thoroughly investigated

The Bell

Oat and

Corn

Crusher



It is the Best you can buy.

Why?

For these reasons:

It will last a lifetime.

It is the one machine that will crush Corn as well as Oats.

It is the simplest.

It is the most durable.

It has the best cleaning device.

It takes less power to run it than any machine on the market. There is no machine like the Bell.

The Bell is protected by the U. S. patents No. 745,560 and 798-255, which are valid.

We have been manufacturing the Bell Machine for the past seven years and the first one sold seven years ago is in use to-day, and has not cost one cent for repairs. We are making them to-day better than ever. Our machines are fully guaranteed.

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We make them with all latest improvements and ean quote you interesting prices on a piano mover or cover.

Mover is made of selected hickory and is thoroughly ironed, bolted and padded. Provided with ratchets so that it can stop with safety at any point. Adjustable to all kinds and sizes. Our mover avoids all danger of injury to the piano and saves two-thirds of the labor.



#### PIANO COVER

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Prop. The Eureka Hotel, Abbeville, S.C.

An Advertisement in the TEAM OWNERS



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A Set of TIMKEN AXLES will save you these two Horses.

This statement is based on the experience of thousands of users.

New Catalog and Price List upon application.

Are your Wagons equipped with TIMKEN ROLLER BEARING AXLES?

The Timken Roller Bearing Axle Co., Canton, Ohio.

Branches 10 E. 31st St. New York.

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New Haven, Conn.

Write for Catalogue.

"MAN'S MECHANICAL HUMANITY TO THE HORSE" IE BEECHER SAFETY DEVICE.

CONVENIENT, DURABLE, PRACTICAL.

Manufacturers of Open Link, Rope Traces, and Lap Loop.

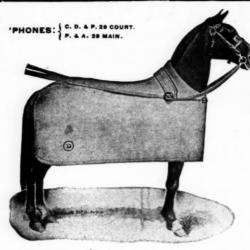
Published Monthly.

231-241 West 39th St.

New York.

Team owners and livery men throughout the country are seeking exact information about motor driven vehicles. This can be found in the pages of "The Commercial Vehicle" which are devoted exclusively to commercial motor vehicles. The subscription price is Two Dollars a year. A sample copy will be mailed to any address on receipt of request.

When answering advertisements please mention THE TEAM OWNERS REVIEW.



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Manufacturers of the
Famous

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FOR SALE BY ALL LEADING SADDLERS THROUGHOUT THE UNITED STATES.

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## Keep your harness

soft as a glove tough as a wire black as a coal



# EUREKA HARNESS OIL

goes right into the leather, making it water proof. Prevents destructive "drying out" and cracking. Keeps the leather soft and pliable, making it stronger, more durable, and of a richer black.

Eureka Harness Oil contains no acid, nor will it soil the hands or the horse.

No trouble to apply.

Order today—Sold by dealers everywhere. THE ATLANTIC REFINING (OUPLANY (Incorporated)



# CUT YOUR AXLE GREASE COST

Not by using cheap grease, but

# BY ADOPTING DIXON'S GRAPHITE AXLE GREASE.

This gives an economical service because it gives a lasting and efficient one.

Sample 176-I-FREE.

JOSEPH DIXON CRUCIBLE CO.

Jersey City. N. J.

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# TEAM OWNERS REVIEW.

A Monthly Journal published in the interest of The Team Owners of the United States and Canada.

ENTERED AS SECOND CLASS MATTER IN THE PITTSBURG POST OFFICE.

Vol. X.

PITTSBURG, PA., MARCH 1911

No. 3.

#### OFFICIAL NEWS

1911 is here. Can we as members look back and point to some good accomplished for our Associations? I trust we can.

January seems to be the month for the installation of new officers, and with the work undertaken by them we trust it will be pushed forward to a successful conclusion.

Speaking about the installation of new officers—I find that some of the Locals have an installation ceremony while others have none. I like the idea of a simple but impressive installation ceremony, for I think it adds dignity and prestige to the work. I hope some delegate to the next convention will bring the matter up for discussion. It is to be hoped the members will give the new officers their earnest support and build their local associations to a strong basis.

There are a few local associations that have not paid their per capita tax due November 1, 1910.

The attention of your Association has been called to the matter of printing a "Manual," as provided for at the last convention. I trust you will notify this office at once of your intentions in the matter, or, if you wish for further information on the subject, write me.

I have had prepared and am mailing a pamphlet containing Vice President Goldberg's paper on "Organization" read at the last convention. These are being mailed to team owners in cities that have no local associations, in the hopes of arousing them to action. I should have been glad to have had this paper

in the hands of every member, but a very limited number were printed and it is the aim to place them where they will do the Association the most good.

The next convention, June 19, 1911, to be held in Kansas City, Mo., will soon be here. It is the hope of the National officers that each Local will send as many members in addition to their regular delegates as possible. It is none too soon to commence to prepare for the trip and making up your parties. A most delightful way to attend these conventions is for each city to arrange for as large a party as possible and then travel together. In this way special trains and special cars can be arranged for and accommodations secured you can get in no other way.

Cincinnati leads the way. I am in receipt of a letter from the secretary informing me they have donated \$100.00 to the National Association in preference to getting out a Manual. Other Associations no doubt will do the same. I can assure you, brethren, the National Association will appreciate this.

Have you got all the application cards for membership you want? This office can furnish them.

Several Associations are holding their banquets this month. This is a splendid way to increase interest in your Association. Try it.

W. T. BANCROFT,

Secretary N. T. O. A.

Kansas City, Mo.

Do not put a handful of salt in the feed box. Put a brick or lump of rock salt in a convenient place where the horse may help himself to it when he wants it,

#### QUEEN CITY BANQUET.

#### The Team Owners of Buffalo hold a Banquet and enterain guests from New York and Cleveland.

The Queen City Team Owners Association held their second annual banquet at Hotel Broezel, Buffalo, Saturday evening, February 11, to which one hundred and ten ladies, guests and members sat down at 9.00 P. M., to an enjoyable menu and program which lasted until 1.00 A. M. The guests of the evening were the ladies, the members of the Buffalo Trucking Association, Thomas F. McCarthy and Isaac Goldberg of New York, and W. H. Fay of Cleveland, O. Mr. W. H. Pilkey acted as toastmaster and the guests were welcomed by President W. W. Stage, who was responded to by M. T. Green, vice president Buffalo Trucking Association.

The speech of Richard Humphrey, Sr., of the Queen City, on "Why I Never Attend Meetings" and showing the advancement of the son over the father in his faith in modern business organizations, was eloquent and witty. He frankly acknowledged his skepticism in the association at the time of its organization, and his thorough conversion by actual demonstration of how the association can help the team owner.

Mr. McCarthy, past president of the National Association, spoke on the humane care and treatment of man's best friend the "Horse." His address was masterly and was listened to with rapt attention. He pleaded for a humane disposal of our faithful friend when his years of service are over, and strongly condemned the policy of many owners of selling their horses to thoughtless and brutal persons for a paltry sum after they had passed the best years of service in earning for their masters.

Mr. A. H. Tracey, Jr., of the Queen City in a neat address presented President Stage with a diamond stick pin on behalf of the members, in recognition of his services for the association. President Stage stated that for once in his life the trick had been turned on him and he had to "back up" for lack of words to sufficiently express his feelings.

Louis Debo, secretary of the Buffalo Trucking Association, spoke on "The Glorious Moving Day" and as he has had experience in these glorious occasions his remarks were both timely and interesting.

Two beautiful piano solos by Miss Carrie Weigand brought vigorous applause from all present.

The Dean of Buffalo truckmen, Mr. R. G. Martin, past treasurer of the National Association, spoke of his observations of the commencement, growth and results accomplished by the younger association and the pleasure he had derived in aiding the Queen City over the rough places.

Mr. Fay, second vice president of the National Association, spoke on the benefits and pleasures to be derived by both local and National Associations and made a strong appeal for greater harmony and intercourse among team owners.

Mr. Isaac Goldberg, first vice president of the National Association, handled the greater subject of the National Association, explaining their labors and efforts in behalf of the team owners of the United States, of the influence on National and State legislation accomplished by the organization and its benefits directly to every team owner. He spoke of the benefits to be derived from a reciprocity treaty between the United States and Canada, and urged diligence and activity on the part of all present on the greater questions affecting our mutual welfare.

At the conclusion of Mr. Goldberg's address a motion was made, seconded and carried unanimously "That we endorse the bill now before our National Legislature providing for a reciprocity treaty between the United States and the Dominion of Canada" and that the secretary be instructed to communicate with our representative in Washington advising him of the action taken at this banquet.

The following is the complete program of the evening's gathering:

Greeting-W. H. Pilkey, Q. C. T. O. A., Toastmaster.

Welcome-W. W. Stage, President Q. C. T. A.

The Trucking Association—Vice President M. T. Green.

Why I Never Attend Meetings—R. Humphrey, Sr., Q. C. T. O. A.

A National Past President—Thomas F. Mc-Carthy, New York.

An Appreciation—A. H. Tracey, Jr., Q. C. T. O. A.

The Glorious Moving Day—Louis Debo, Secretary Buffalo Trucking Association.

Selection-Miss Carrie Weigand.

The Dean of Buffalo Truckmen—R. G. Martin, Buffalo Trucking Association.

Ohio-W. H. Fay, Cleveland.

The National Association, Isaac Goldberg, New York.

M. F. D.

#### REST FOR HORSE'S FEET.

Every work horse should, if possible, be allowed to go without his shoes at least two or three months every year. It is hardly necessary to shoe a horse on the farm unless he is to go on the hard roads or work on the hard soil, where he is required to do much heavy Without shoes a horse's hoof will grow out, regain its natural shape, which is always more or less changed by continuous Many city horses with hoofs bound shoeing. and cracked and otherwise injured have been taken to a farm, their shoes pulled off and turned out to pasture, and thoroughly cured within six months. In fact, the farmers around the large cities used to find in this class of animal a cheap supply, many of which turned out to be first-class horses, showing that all that was needed was rest on Mother Earth without their shoes.

#### ENDORSE RECIPROCITY.

# The Pittsburgh, Pa., Grain and Flour Exchange Passes Strong Resolutions.

At a meeting held February 9 in the Exchange rooms, Wabash building, Pittsburgh, Pa., the following resolution was unanimously adopted:

"Whereas, the foundation of all prosperity springs from the earth and that we prosper in proportion to the blessings bestowed upon us by Providence coupled with diligent and intelligent labor, that any tax on food products is an oppression which bears the heaviest upon those who are least able to sustain it, and as we are rapidly approaching the time when we will cease to be an exporting nation of food stuffs and must import for our uses; and inasmuch as our neighbor, Canada, is producing more than she needs;

"Be it resolved, that the Grain and Flour Exchange of Pittsburgh unqualifiedly endorse the reciprocity treaty between the United States and Canada, now before Congress."

"We further commend the action of our President, the Hon. W. H. Taft, in urging its enactment into law; and respectfully urge our representatives in Congress to rally to the support and use their best efforts to have this measure in effect at the earliest possible moment.

"Be it further resolved, that a copy of this resolution be mailed to the Hon. W. H. Taft, President of the United States; to our esteemed fellow townsman, the Hon. Philander C. Knox; to our United States Senators, the Hon. Boies Penrose and the Hon. George T. Oliver; and to the four representatives of the National Congress from the Pittsburgh district, the Hon. John Dalzell, the Hon. James Francis Burke, Hon. A. J. Barchfield and the Hon. W. H. Graham."

ALFRED LAWTON, JR., Secretary.

An ignorant, ill-tempered, loud-voiced man should never be tolerated in any stable.

#### BANQUET IN ST. LOUIS.

#### The St. Louis Team Owners Association has a Very Delightful and Interesting Reunion.

On Tuesday evening, February 7, the members of the St. Louis Team Owners Association gathered at the Planters Hotel for their Annual Banquet. Each member attending was authorized to invite one friend as a guest. A number of team owners not members of our organization attended.

Mr. Farwell Walton was selected toastmaster for the evening. After partaking of the menu the Honorable Toastmaster interested the members and Guests with a brief talk on teaming in general and ended his speech with one of his favorite jokes, whereupon he called on the traffic manager, Mr. Frank F. Tirre, to interest the meeting with a speech. Mr. Tirre said:

Mr. Toastmaster:—I am pleased to have the great honor of being with you this evening and enjoy your hospitality.

Celebrations of this nature accomplish more towards the uplifting of the individual man in business than any one thing, and if you will but observe you will find not only organizations but private concerns are now indulging in this practice and I presume that the old proverb, "The way to a man's heart is through his stomach" is still correct and applicable.

I have noted with pleasure, gentlemen, the progress this organization has made since our deliberation along this line, and I feel that aside from myself, your officers are worthy of your support and entitled to all the encouragement you can give them. While I am on that subject I regret to say that jollifications of this kind should not be marred, but it is my painful duty to say to you, that we have in our midst one whom you, gentlemen, have honored both locally and nationally with the highest honor possible, and now this individual has the audacity to retire from the firing line; but the rank and file of our association will not tolerate same, without making a strenuous effort to prevent it, and consequently, they have armed me with a pair of hand-cuffs links, with which to hold this individual fast and safe.

The offender, Mr. Toastmaster, is none other than our worthy retiring president, Mr. Tevis. The men of this association feel that you have set a very good example in all your acts as our leader and with this little token beg to show their appreciation and the high esteem in which you are held, and we honestly hope that the links will prove sufficiently strong to ever retain your presence at our meetings, and give us the benefit of your experience and wisdom and that our present pleasant relations will take concrete form, and may our friendly feeling for you be everlasting.

Mr. Hupp Tevis asked the Toastmaster's permission to answer.

"Mr. Toastmaster and Gentlemen," he said, "I am more than surprised at this token presented to me and I want to thank you one and all for your kind remembrance. You can rest assured that I will give my attention to the organization as a member just as I have heretofore done as an officer. I also want to thank the officers and members for their most excellent assistance they have given me during the five years while at the head of the St. Louis Team Owners Association. have accomplished a great piece of work during the year in bringing about the one-dump system inaugurated by all railroad companies entering our city. Other good work has been done from time to time which are too numerous to mention. No · doubt our secretary will touch upon some of the good work done when the Toastmaster calls upon him. Association is in a healthy financial condition and I want to state to the invited guests present here to-night that it was not our object to bring you here and compel you to join the association, as we do not need your money, but we would like to have you in our ranks to help us along, and give us your suggestions or any ideas that you may possess that will be a benefit to the team owner in general. I am more than pleased to see such a grand gathering this evening and hope that the gentlemen guests will oblige us in the future with their presence the same as they have done this I thank you one and all for your evening. attention.'

The next member called upon was the vice

president, Mr. Barney Pagenkemper. The gentleman made a short talk as he did not want to take up too much time as there were considerable more to be heard from.

After the Toastmaster completed one of his Irish jokes he called upon the secretary of the association. The secretary made quite a lengthy talk on the good work done by the organization not only in the year just gone by, but the great undertakings that have been accomplished in previous years. The next gentleman called on was Mr. H. W. Weisheyer, who spoke on the life of the association and ended his speech with a promise that he will be more attentive to meetings this year than in the year just gone by.

Mr. A. J. Noble, president of the Noble Express Company, when called upon stated that he was a man of few words. He claimed that of what remarks he has heard of the previous speakers he has learned a great deal and can see a great many things that can be accomplished by the organization and regrets now that he did not attend the meetings. He said: "When I joined the association some eight months ago I had no idea that such good work was being accomplished by the organization, as evidenced by what I have learned in the short space of time that I have been with you this evening. Mr. Toastmaster and gentlemen, I will promise you that hereafter I will attend every meeting of the association when it is possible for me to do so. Gentlemen, allow me to thank you one and all for the honor of the Toastmaster to call upon me for a few remarks." Mr. Noble received quite an applause from the gentlemen present.

After hearing a few remarks from each and everyone present, Mr. Edward Weber was called upon. Mr. Weber stated that he did not quite know on what subject he could speak as the previous speakers had covered most everything thoroughly. "But I want to say," he stated, "that if our association does not get the full credit for the one dump system inaugurated by the railroad companies entering our city, we freight haulers reap the benefits just the same. Gentlemen, I can assure

you that it is a saving to my company close to two thousand dollars annually. I want you to understand that I am not exaggerating when I mention that amount. I thank you, gentlemen, for your kind attention."

Mr. Charles Wilson explained to the gentlemen how he continually kept after a team owner for the last week to come and spend the evening of February 7th at Planters Hotel with the members of the St. Louis Team Owners Association. "Mr. Toastmaster," he said, "I am glad to see the gentleman present here to-night and I hope that he is enjoying himself."

After a few remarks from different members and guests, Mr. Frank F. Tirre moved that we extend the invited guests present a rising vote of thanks. Motion was carried unanimously.

A vote of thanks was also extended the Banquet Committee, which consisted of Messrs. F. F. Tirre, George R. Jansen and William Koechig for the elaborate arrangements for this occasion, after which the Banquet Meeting adjourned at 11:45 P. M.

A. J. KUEPFERT, Secretary.

#### TOO MUCH ENTHUSIASM.

Hank Dobbs was noted as an "honest" horse trader. He would not lie about a horse. He would merely suppress the truth. Incidentally he always beat the customer who dealt with him. The way he could slur over the defects and buzz about the virtues of an animal amounted to genius. Once Hank was trying to sell a neighbor a horse that had an eye which was nearly sightless. The neighbor knew Hank would not lie outright to him, so he questioned the horse trader as to the various points of the brute.

"How about his sight? Can he see out of both eyes?"

"Sure," said Hank, "he's got good eyes.". Here he leaned forward, his eyes fairly scintillating with suppressed honesty. "One eye is particularly good."

Hank's enthusiasm for the truth had carried him too far. The deal was off.

#### AMONG THE ASSOCIATIONS

#### Chicago, Ills.

The Chicago Commission Team Owners Association held their last meeting and smoker on the third Saturday evening in January. The gathering was well attended and many matters of interest to the team owners were discussed. Teaming is fair on South Water street and the members of our organization are all well and smiling.

Mr. and Mrs. Fuerstman, as well as G. A. Probst and family, have taken a trip South.

The prospects for a good business year in Chicago are exceedingly bright.

A. CHARD.

#### Cleveland, Ohio.

The Cleveland Team Owners Association held their sixth annual ball, which was a great success. It had a large attendance, good music, a band of 12 pieces, also refreshments, and everybody apparently had a good time. These gatherings are always well worth holding, because they bring the members as well as their families together, and as a rule new members come into the association as the result. The Cleveland Association has held an election and has the same officers as last year.

#### Albany, N. Y.

Isaac Goldberg of New York City, first vice president of the National Team Owners Association, stopped off here the other day on his way to Buffalo, and gave a number of the local team owners an opportunity of getting When we heard that acquainted with him. Mr. Goldberg was coming through here we called a special meeting of the members of our association, but as the notice was somewhat short, the attendance was not as large as it would have been otherwise. However, Mr. Goldberg gave us a very instructive and interesting talk on the value of associations. He explained how organization brings out the most valuable points in the teaming business,

and he showed how much more can be accomplished by team owners when they are organized, than they can ever hope to accomplish as individuals. We were all thoroughly delighted and impressed with the speaker's remarks. Among those present were: Messrs. Charles A. Soden, Gordon Quay, William J. Doyle, William Simpson, of the firm of Long & Simpson, John Vadney, Charles Kraf, J. A. Pitts, Oliver P. Newcomb, Lester Parker, John Reehl, Mr. Kelly, of Frazer & Kelly, John H. Meyer, John H. Stadler, President George Reymiller and others.

#### Kansas City, Mo.

A good live meeting of the Kansas City Team Owners Association was held on our regular meeting night, Thursday evening, February 2, at 216-18 R. A. Long building.

A very interesting talk was listened to from Member D. A. Morr, in his description of the different traffic ways that are being laid out and under way of construction throughout the city. Mr. Morr was recommended by our association, and appointed by the mayor, as a member of the City Traffic Ways Committee some six months ago.

A letter was read by the secretary from the mayor asking the association to select a member to attend the mayor's cabinet meetings, which meet once a week to discuss the municipal affairs of the city. W. S. Pontius was selected for this position.

Other associations can see by the above that the members of K. C. Association not only discuss the best methods of handling freight, etc., but are awake to any public improvements, and are making ourselves a factor in solving the many problems confronting a fast growing city, such as we have.

After the regular routine of business was dispensed with, the different members indulged in a friendly discussion, relative to the merits of the auto truck in the handling of heavy traffic in this city.

Our association is experiencing a good healthy growth in membership, from one to three members being admitted at each regular meeting. The amount of business to be

transacted often requires the necessity of special meetings.

Relative to the coming National convention to be held in our city in June, suffice it to say, that Kansas City will not be found wanting. An executive committee, selected by the association, have well under way, the entire program of entertainment, and in a short time will be ready to announce the same in full.

Following is the list of officers of our association: Board of Directors, Messrs. D. A. Morr, A. T. Barton and E. L. Barr; President, W. N. Hinshaw; Vice President, Harry Thomson; 2d Vice President, W. S. Pontius; Secretary, C. E. Wayne; Treasurer, D. T. Hobbs.

C. E. WAYNE, Secretary.

#### Buffalo, N. Y.

Yes, Buffalo is still on the map. If you don't know, or don't believe it, ask Goldberg or McCarthy.

The February meeting of the Buffalo Trucking Association proved a very important and interesting one, excepting those on the sick list; Loomis, Adamy and Lenahan all were on hand and on time to participate in the good things.

Resolutions endorsing the reciprocity treaty between the United States and Canada were passed and the features of the treaty that will benefit all horse owners should appeal to other associations as well as individual horse owners and receive their support and efforts that will lead to the adoption of the treaty as published.

While the number is uncertain it is certain that the Buffalo Trucking Association will be represented at the Kansas City convention in June. No, it is not so far away; it will soon be here and gone, so get busy in making up your mind to go.

Several of our members enjoyed the company of Messrs. McCarthy and Goldberg, who were guests of the Queen City Team Owners Association on the occasion of their second annual banquet and Lincoln's birthday celebration. Indeed, these two pioneers of the "National" and friends of the horse and his owner, will always be accorded a hearty welcome when within the bounds of Buffalo.

Members of the B. T. A. attending the banquet and reception held by the Queen City T. O. A. of Buffalo extend their congratulations on the success of the affair and wish its members a repetition of that success in their future undertakings.

The month of February has, without a doubt, been the hardest those engaged in the teaming business in Buffalo have experienced in years, for while there has been but little business the weather has been of the worst, an unusual heavy fall of snow was followed by many rainy days and with the frequent changing of temperature, many days it was wheels in the morning and sleighs in the afternoon, or vice versa, making it doubly hard to do what little work there was to do.

"Buffalo."

#### Philadelphia, Pa.

The Philadelphia Team Owners Protective Association at its last meeting on February 16 had an unusually good attendance. Several matters of the utmost importance to every team owner were brought up for discussion and acted upon. Among others the association is now taking up with the Interstate Commerce Commission the question of loading and unloading wagons at the various railroads and steamship lines; in other words, getting information on a tail-board delivery, and we have arranged for a conference with the Interstate Commission in the very near future.

Another subject, which is of interest to the entire teaming interests of this country, was also brought up for discussion. This is the bill now pending before the United States Senate in reference to taking the duty off food products. This, as every team owner knows, means a big reduction in the cost of feed, and our association would request that this matter be also brought to the attention of

every team owners association in the country. Team owners should write to the various senators from their districts on the importance of this subject and try to induce them to vote for it.

Theo. Gabrylowitz, Secretary.

#### Minneapolis, Minn.

The Draymen's Protective Association of Minneapolis held its tenth annual meeting on the 9th day of January, 1911, at which the officers for the year were elected. George R. Turner was elected president; W. E. Stanchfield, vice president; John Benz, treasurer; Mr. Babcock, secretary, and Messrs. Armstrong and Eustis as the executive committee for the year. The association is in a flourishing condition, having at present 38 active members, and containing among its membership practically all of the larger transfer companies in the city of Minneapolis. The association is watching with great interest an attempt to pass an employers' liability act through the present legislature now in ses-The annual dinner of the association and of its invited guests was held on the 15th of February. After the usual bountiful repast, at which 150 were served, a dance was given and enjoyed by all who cared to take Others spent the evening in playing part. cards, smoking or visiting toegther and making and renewing acquaintances.

Mr. Eustis in his inimitable manner promoted jollity by acting as floor manager. We find this annual event one of the best means of promoting good feeling among all of the members of the association.

Business is reported as quiet for the last month but opening up at present and a good and prosperous year is expected.

W. M. BABCOCK, Secretary.

#### Trenton, N. J.

We held our annual meeting last evening; also election of officers; meeting immense; handled admirably by President Dolan and Vice President Raub.

In recognition of faithful services and strict attention to their duties the following tried and trusted officers were re-elected: President, Peter H. Dolan, fifth term; vice president, Thomas E. Raub, second term; secretary, William S. D'Arcy, fifth term; treasurer, Charles M. Moses, third term; sergeant-atarms, Edmund Barry, fifth term; trustees, Edward McCardell, Howard Simpkins; executive committee, Charles M. Moses, George W. Moore, Frederick Haas, Louis Klockner, Harvey G. Reed.

The greatest enthusiasm prevailed, especially on the re-election of President Dolan, as it was feared that his business interests would not allow him to give the time necessary. He was finally prevailed upon to make the sacrifice. The joy of the members was unbounded, as to him more than any other can be attributed the wonderful growth of this association. The members are exceedingly proud of their officers and there is talk of tendering them a banquet in the near future.

From reports submitted by the financial secretary and treasurer the finances are in a splendid condition, being banked with Broad Street National Bank. A movement is under way to purchase a lot and erect a hall thereon.

Scrivan.

#### Toledo, Ohio.

The Cleveland Team Owners Association, at least quite a few of them, went to Toledo on the 8th of last month to attend the banquet of the Toledo Cartage Association. The visitors from Cleveland report that they had a splendid time, and all greatly enjoyed the meeting. A Cleveland team owner, C. F. Beckert, the secretary, says:

"I think such visits of one association to another ought to prove very good things. We met members from the Detroit Cartage Association and we all had some interesting discussions. These meetings give men an opportunity to get acquainted with one another and they help to gain a lot of knowledge which you cannot yet by staying at home. Our president, W. H. Fay, has asked me to express through The Team Owners Review our thanks and appreciation for the hospitable entertainment our brethren in Toledo showed us. Indeed, in this respect we cannot say too much."

#### ENTERTAINING EMPLOYES.

THE TEAM OWNERS REVIEW takes much pleasure in printing the following communication from the Emmons Draying and Safe Moving Company of San Francisco, Cal., and if there are any other teaming firms who have inaugurated the custom of meeting their employes at a banquet, we will be glad to record the fact. Such movements tend to bring the working interests closer together to better results and mutual appreciation.

SAN FRANCISCO, Feb. 8, 1911.

THE TEAM OWNERS REVIEW,

Pittsburgh, Pa.

Gentlemen:—Being a constant reader of your neat little "Review," I see in your February number an article on a banquet tendered by the employers of a draying firm to their employes.

I enclose you a program of our last year's affair and trust you may derive some good from it.

Immediately after the fire which destroyed our city, our men stood by us in such a noble way that we invited one and all to be our guests at an informal dinner. The good will and fellowship manifested at that gathering led us to make an annual affair of it. are now about getting ready for our third an-For your information, also nual banquet. for the readers of THE REVIEW, thirty-two men who were with us during those trying times are still on our pay roll. During that time we have added three new comers and We believe this record will lost only one. be hard to beat and the only way to keep the good will of your employes is for them all to have that "get together spirit" such as these little annual affairs which bring them nearer together.

Trusting you may find some suggestions from the above and when we give our next annual affair we will take the liberty of sending you an account of the same.

Yours very truly, EMMONS DRAYING & SAFE MOVING CO. Wm. F. McLeod, Manager.

#### BOSTON TEAMING TUNNEL.

Henry M. Whitney and others advocated before the legislative committee of the Massachusetts legislature on metropolitan affairs, construction of a teaming and passenger tunnel between Boston and East Boston. Thomas J. Giblin, the petitioner, outlined the benefits which would accrue. Cost is figured at \$1,-600,000 to be assessed to entire state.

Henry M. Whitney asserted that the East Boston ferry is being operated at an annual average loss of \$169,000. Cost of operation of proposed tunnel is figured at about \$150,000 a year. The tunnel, however, should accommodate four lines of teams instead of two. This would add to cost, but little to cost of operation. East Boston, he declared, is bound to grow. He believed cost of construction should be borne by the city.

President Wood, of Columbia Trust Company of East Boston, asserted that increase in taxation in East Boston, which would result would repay city for cost. East Boston is unanimously in favor. President Cox of the Atlantic Works declared that the city would be the gainer.

Senator Donovan favored postponement so that the city council would act. He thought ferries would have to be maintained even if a tunnel is constructed.

Others favored the bill. Complaint was made against congestion of teams at ferry entrances during rush periods.

#### NEW STORAGE LAW.

The bill putting a six months limit on goods in cold storage, but giving the State Superintendent of Health power to lengthen the time to one year, as amended in the public health committee of the assembly of the State of New York, was reported a week ago. The amendments provide that any person putting goods in storage which have been once removed and exposed for sale shall be guilty of a misdemeanor, and that no person shall sell for fresh food that which has been for any length of time in cold storage.

#### EXPRESSMEN STRIKE.

The employes of the Wells Fargo Express Company of Jersey City, N. J., went on a strike early last month, because the company refused to reinstate some of the drivers who had been very prominent in the strike last fall. It was reported that the affair would be settled, and that none of the other companies would become involved.

#### THE MULE AND HORSE.

"The mule is a sort of an annex to the horse and has more horse sense than the horse. It can make a louder noise than the horse and haul more—if it wants to," said the Green Goods Man as he made a noise like a hungry clothes horse on a holiday.

"The mule is a native of Spain where it is as popular as the Spanish onion and just about as strong. In Spain mules wear bells.

"George Washington was an admirer of



mules. He didn't love them as he did his country, but he thought much of the beasts as aids to the coons on his plantation. At one time in his life George wrote a letter about mules which made him almost as famous as when he cut down the cherry tree when there wasn't a cherry tree on the place. Some experts that deal in that sort of very old second-hand stuff claim that his letter on mules contributed as much to his fame as the play he made when he segregated this country from

England. The letter is known as the 'mule' letter and was sold at auction in Philadelphia last week for \$130.

"Treat a mule right and it will treat you right, if you have one. If you haven't, don't get one. If you treat it wrong it will return evil for evil with impelling force. The impelling section of the mule is the rear. I advise you to stick about the seeing end of the mule if you don't desire to raise money on your accident policy.

"The mule is well known everywhere. But little does the mullett care. If it should wholly disappear Its place could not be filled, I fear. It eats oats, corn and bales of hay, And hauls big loads upon a dray. 'Twill drag all day, do all it can, But wants for boss a colored man."

-Thomas Irwin, Pittsburgh Post.

#### CEMENT FLOORS.

Manufacturers of Portland cement are pushing hard the merits of cement for floor purposes. Comparing the two, wood and cement, their recently issued bulletin says:

Wooden floors kept the feed out of the mud and dust, and not only saved every particle of grain, but also prevented wheezing coughs and otherwise temporarily improved the health of the animal. However, in a short time, the best wooden floors rotted out and became infected with disease germs. Often floors had to be burned to free the farm from hog cholera.

In concrete the farmer and ranchman have found an ideal floor material. Such floors not only effect a saving in feed, a shortening in the time of fattening and a decrease in labor, but also afford perfect protection to the health of the animal. Concrete floors do not soak up water and therefore cannot become infected with disease germs. Their surfaces can be easily cleaned and thoroughly disinfected with oils and dips. Rats cannot nest under them.

#### THE HORSE LAUGH.

I read in the January issue of The Team Owners Review the article, "The Horse Laugh," which suggested to me the following lines:

"OLD DOBBIN AND THE AUTO." Old Dobbin gazed at the Auto truck, As tightly in the mud it stuck. The draft horse laughed as he walked by, As out of the mud the truck did try To extract itself, but all in vain As it struggled so hard, again, and again. It pleased old Dobbin, he laughed with glee, As the Auto truck could not get free. He said, I am willing to give you aid Since you are working at my trade. They say you'll take my job away, But I never will live to see that day. Us horses will keep going just the same As we did before you Autos came. We most always deliver our load, Without getting stuck along the road. There is work for both you and me, So now I will help you, don't you see. If my driver gets drunk, I know the way To get back home without delay, While you will run against some fence, Because you haven't got horse sense.

-A. Chard, Chicago, Ill.

#### AN OLD TEAMSTER DIES.

One hundred and two years old and still doing a man's work every day was the record until about 10 days ago of Daniel Short of 4 Watson street, Cambridgeport, Mass., who died recently at the Cambridge Relief Hospital. He was injured while at his work and complications set in which prevented his recovery.

Mr. Short, who was a native of county Tyrone, Ireland, had been in this country about 62 years. He was employed as a tip-cart driver by the National Biscuit Company. The major part of his work was hauling ashes, and he daily juggled with heavy barrels of ashes, which lusty young men were not eager to handle. He was short of stature, as well as

in name, and weighed somewhere between 140 and 150 pounds. In appearance he did not seem to be more than 60 or 70 years old.

On four previous occasions he met with serious injuries while at his work, having been thrown from his team and hurt, and once was run over, but soon recovered. His last injury was received in the same way. Another team collided with his and he was thrown and his head was badly cut. He also received internal injuries.

Mr. Short was an early riser, had the best of health and was known far and wide in Cambridge for his keen wit and good nature. "Danny" he was familiarly called by many of those who knew him. He never failed on a Sunday to attend the 7 o'clock mass at the Church of the Blessed Sacrament in Cambridgeport. He lived with a daughter, Mrs. John Dunnett, his wife having died 37 years ago.

The company for which the old man worked repeatedly offered to pension him and let him take life easy, but he insisted that he was still fit and must do a man's work for a man's pay, so he stuck to his job till he landed for the last time in the hospital.

#### STUDEBAKER CORPORATION CHARTERED

The Studebaker Corporation, with an authorized capital stock of \$45,000,000, was incorporated by the Secretary of State of New Jersey in Trenton on February 14. It will acquire the Studebaker Bros. Manufacturing Company and the Everett-Metzger-Flanders Company. The stock is divided into \$15,000,000 7 per cent. cumulative preferred and \$30,000,000 common. The incorporators are not well known.

BOUND TO BE PRESIDENT.

"That boy of mine shows signs of future greatness."

"Has he cut down a Cherry tree?"

"That's what he has. And he split it into rails, too."

USE ONLY U. S. HAMES-THEY ARE STANDARD QUALITY.

#### THE

#### TEAM OWNERS REVIEW.

OFFICIAL PUBLICATION OF

THE NATIONAL TEAM OWNERS ASSOCIATION

AND

AMERICAN TRANSFERMEN'S ASSOCIATION.

#### PUBLISHED ONCE A MONTH

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THE TEAM OWNERS REVIEW is published in the interest of the men and companies who are engaged in what may be comprehensively called "the Trade of Teaming," to which belong Transfer Companies, Express Companies, Truckmen, Carters, Hauling Companies, Livery Stable Owners, etc., etc.

#### TERMS OF SUBSCRIPTION.

In the United States or Dominion of Canada, \$1.00 per year, which is payable in advance.

To Foreign Countries, \$1.50 per year.

If you wish your address changed, be sure to give the old as well as the new address.

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Card of rates sent promptly on application.
Orders for new advertising, or changes intended,
should reach this office not later than 15th of month,
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#### CORRESPONDENCE.

Please mail all correspondence for publication, so as to reach publication office by the 15th of month.

Write on one side of the paper only.

Write all names plainly. When writing over an assumed name, always give the editor your right name also, as anonymous communications cannot receive attention.

THE TEAM OWNERS REVIEW, PITTSBUBG, PA.

Vol. X.

March, 1911.

No. 3.

THE TEAM OWNERS REVIEW is exceedingly gratified to learn of the great success of the Mercer County Team Owners Association of Trenton, N. J., and we offer our sincere congratulations for what they have already achieved, as well as our best wishes for the future. It is particularly pleasing to note the excellent financial condition of the organization, which seems to be of such a substantial character, that the project of erecting a building of its own, is now under consideration by the association. We hope that nothing will happen to interfere with this plan, not only as far as the association in Trenton is concerned,

#### The National Team Owners' Association.

#### Officers:

Hupp Tevis, St. Louis	President
Isaac Goldberg, New York City 1st Vice	President
W. H. Fay, Cleveland, O2nd Vice	President
W. J. McDevitt, Cincinnati, O	Treasurer
W. T. Bancroft, Kansas City	Secretary

#### American Transfermen's Association.

#### Officers:

L. H. Adams, Portland,	OrePresident	
J. C. Howell, Chattanoo	ga, Tenn1st Vice Pres.	
J. M. Dunn, Richmond,	Va2nd Vice President	
J. T. Sanderson, Colorado Springs, Col3d V. Pres.		
W. A. Brown, St. Joseph	h, MoSec'y & Treas.	

but we hope that every team owners association throughout the country will be in a position to erect a building of its own to hold meetings and gatherings of the members.

. . .

Although it is yet quite a while until the next convention of the National Team Owners Association of America, it is not too early to begin considering some of the matters which will undoubtedly come up for discussion.

Among them, we believe, the subject of raising a revenue for maintaining the National body, will be of the greatest importance. This question has of late forced itself upon the attention of THE REVIEW in the following manner: We have received several inquiries recently from team owners located in some of our larger cities asking us for advice how to obtain the services of one of the officers of the National Association to come to their town and aid in the formation of a local association. The point at once suggested itself to us: "Has the National Association any funds for such work? Can the National afford to pay the expenses of its representative?"

The matter is well worth considering. There is no doubt that, if the National Association wants to grow, the number of locals must increase throughout the country. If the National Association is to be a bona fide representative body of the teaming interests of this country it is not enough if its membership merely consists of locals situated in 30 of our cities and towns. On the contrary, the National body ought to have its locals in every city and town with a population of 50,000 or more. It is only logical to presume

that the affiliation of these locals cannot be obtained except through some effort on the part of the National. And this effort will have to demonstrate itself beyond a perfunctory correspondence. In other words, the National Association must place itself in a position where it is able to conduct a campaign of personal solicitation.

The National Association is now already so strong and its influence has been so effective, that it will have no difficulty in getting every local association, wherever there is one, to join the National body, provided a systematic, energetic business-like effort is made to bring those that are still outside into the fold.

To do this the National Association should have at least one agent to carry out this plan. To accomplish this the National treasury must be provided with the necessary funds; and means for securing these funds, we sincerely hope, will be found at the next convention.

. . .

Just as we are going to press we hear of the Interstate Commerce Commission's decision on the question of railway freight rates. The decision while somewhat of a surprise to many, who expected that it would be more in the shape of a compromise than a positive turn down of the demands of the railroads, seems to have struck a chord of general approval among the public at large. Our opinion is that this subject having now been settled, the one obstruction to a general revival of business has been removed, and the next few years will see a period of prosperity we have not enjoyed for a long time.

The Philadelphia team owners at their last meeting did a commendable act in calling attention to the bill now pending before the United States Senate, which has for its object to take the duty off food products. The passage of this bill will be of benefit to all team owners, and it behooves us to make every effort to see that it becomes a law.

Scranton team owners are making great efforts to organize an association, and the latest information indicates an early success.

This is the time of the year when team owners meet for their annual banquets and balls, and we rejoice to observe that these gatherings are not only becoming regular affairs, but also because the good they effect upon the teaming business is bound to be great and lasting.

Many team owners associations at their recent meetings have passed resolutions endorsing the reciprocity bill between the United States and Canada. This is the right thing to do and all associations should do the same.

#### FAKE "EXPRESS COMPANIES."

The attorney general of New York State has brought suit for the revocation of the charters of ten "express companies." attorney general's petition alleged that the ten "express companies" mentioned had all been incorporated in the last six months to evade the new state law requiring licenses from private bankers. Despite the fact, the petition charges that express companies can receive negotiable paper and money for purposes of transmission only, the "express companies" mentioned, are acting as depositaries, just as their manager formerly acted in the private banking business, which in each case preceded the formation of the "express com-The ten defendants are P. V. Revianek & Co., Aetna Express Co., De Chicochie & Luciene Co., Branewer & Son, Massicane Express Co., W. R. D'Ascoli & Co., G. Russe & Co., A. Ribande Co., Vasil Pop Stephanoff, and Luigi De Male, Incorporated.-Express Gazette.

#### DELIVERY.

The first issue of *Delivery*, a new publication devoted to the interests of city deliveries, has reached this office. It is a very attractive magazine, filled with live, new ideas. Its home office is in Detroit, Mich., F. A. Peavey, president; A. Z. Cutting, vice president, and C. L. Peavey, secretary-treasurer.

#### **MARKETS**

NEW YORK.—Corn: Firm; moderate business. Steamer, 51½, export basis; new No. 2, f. o. b., 52; new No. 2 elevator, domestic, 56.

Millfeed: Spring bran, \$25.00; standard middling, \$25.00; Western, red-dog, \$28.25; winter wheat bran, in 100-pound sacks, to arrive, \$26.20; city bran, in bulk, \$23.75.

Oats: Dull and easier. No. 2 white, 36½c; No. 3 white, 35½c. Standards, 35¾c, elevator basis; white, track, 35@38½c.

Hay steady; trade slow. Quotations are: Prime timothy, 110; No. 1, 105@110; No. 2, 90@100; No. 3, 75@80c.

Straw steady; light trade. Long rye quoted at 50@6oc.

CHICAGO.—Corn: May from 485% to 493%c; cash corn in good demand. No. 2 yellow corn, 47½ to 48c.

Oats advanced in consequence of rise in corn. May oats fluctuated between 317% and 32c.

Available supplies in United States and Canada last week in February:

Wheat-United States, east Rockies, decreased 1,540,000 bushels; Canada increased 73,000 bushels; total, United States and Canada, decreased 1,467,000 bushels; afloat for and in Europe, decreased 900,000 bushels; total American and European supply, decreased 2,367,000 bushels. Corn—United States and Canada, increased 732,000 bush-Oats-United States and Canada, decreased 388,000 bushels. The leading decreases and increases reported this week fol-Decreases-Portland, Me., 149,000 low: bushels; Omaha, 121,000 bushels; Port Huron, 100,000 bushels; St. Joseph, 96,000 bushels; Lincoln, 56,000 bushels; Chattanooga, 50,000 bushels; Minneapolis, private elevators, 50,000 bushels; Milwaukee, private elevators, 50,000 bushels. Increases-Manitoba, 218,000 bushels.

#### The Horse Market.

CHICAGO.—There was an unusually large supply of horses in this market recently and as a result the prices fell off to some extent. However, this was only the case with inferior and medium quality animals, the real good drafters being held as high as usual. \$250 a horse was the prevailing figure for horses of quality and pairs weighing about 3,000 pounds each were sold at from \$475 to \$525.

#### A GREAT DELIVERY FIRM.

The St. Louis Express Company, a teaming firm in that city, which handles local deliveries, enjoys the distinction of an up-to-date business, which is perhaps nowhere else to be found in this country. It was established in 1866 by Farwell Walton, who is still at the head of the firm, and who by his personal energy and enterprise has established its success. The firm was first known as the Walton Express Company. Its general office is on South Sixth street, St. Louis, besides which the company has five branch offices distributed throughout St. Louis county. It makes a specialty of calling and delivering packages in any part of the city. The officers are Farwell Walton, the founder of the firm, president; H. Wm. Knost, vice president; E. P. McGroarty, second vice president, and Robert F. Walton, secretary.

#### FOOLING THE MARE.

Twice, as the 'bus slowly wended its way up the steep Cumberland Gap, the door at the rear opened and slammed. At first those inside paid little heed; but the third time they demanded to know why they should be disturbed in this fashion.

"Whist," cautioned the driver, "doan't spake so loud; she'll overhear us."

"Who?"

"The mare. Spake low! Shure Oi'm desavin' th' crayture. Everry toime she 'ears the door close, she thinks wan o' yes is gettin' down ter walk up th' hill, an' that sort a raises her sperrits."—Success Magazine.

(1)

#### THE HORSE AND THE MAN.

The horse is probably the most valuable animal that man employs in his service. It is true that in many fields electricity and gasoline have replaced him—but the horse is yet a prominent factor in traffic problems.

The service that the horse renders man, we believe, is indisputable; it therefore rests as a moral and economical obligation on man to see that the horse is properly taken care of. The time of the year is at hand when the going is hard and the way is slippery. Don't overload your horse; when you do you lose efficiency just the same as when you overload the electric truck. Keep your horse sharp shod, or fit his feet with some appliance that will enable him to keep upon them. If the horse is left to stand, see that he is well blanketed and by this is not meant throwing the blanket in the general direction of the horse. over him carefully so that the first chance breeze won't blow it off. If there is a brisk wind blowing and the horse must stand some time, don't leave him facing the breeze—he does not enjoy it any more than you do.

We have spoken of this matter previously in our columns and we expect to speak of it again. The horse is under your protection, you are his trustee. He is a sensitive, high spirited animal that appreciates care and attention which is within your power to extend or withhold. We believe that the satisfaction one gets from properly treating his horse will amply repay him, but even if the satisfaction is lacking, the financial return will more than make it worth while.

If there are any interested in the subject and have not seen a copy of our booklet, "The Horse," we would be glad to send it on request. This booklet contains very little advertising matter, being 99 44/100 pure information on the treatment of the horse in the stable and out.—Graphite.

A horse that is thirsty all night will lose in condition, as compared with one watered frequently, and the last thing at night.

# PRACTICAL TALK ON HORSES BY THREE SPEAKERS.

A series of three practical talks on the care of horses will be given in Room No. 201 Y. M. C. A. building, Buffalo, N. Y., in March and April, under the auspices of the Erie County Society for the Prevention of Cruelty to Animals. The first talk will be given on Tuesday evening, March 7, at 8 o'clock. The speaker will be Dr. W. L. Williams of Cornell University. The other talks will be given by Police Superintendent Regan and Dr. Wallace L. Baker.

#### PARCELS POST TRIBULATIONS.

The Austrian postoffice authorities have decided to devote special parcel delivery vans to the transportation of women's large hats, which are the style in Austria just now. Many complaints were received from customers by the leading millinery firms of Vienna that the hats reached their destination in a damaged condition. Representations were made to the postoffice, with the result that special "hatcollecting vans" are to be used.

#### A HUMANE FEED BAG.

At the last convention of the National Team Owners Association in Cincinnati the feed bag came up for discussion, and it was generally admitted that the old style nose bag is one of the most pernicious articles to hang over a horse's head and expect it to take its feed from. It was correctly stated that the nose bag is not only wasteful but it is also injurious to the horse and is frequently the cause of colic and other diseases. This being the case it will be interesting to team owners to know that a humane feed bag is made and can be had from the Avery Humane Feed Bag Company, of New York. It is claimed for this article by many team owners, who have used it, that it has none of the objectionable features of the old nose bag; but affords ventilation to the horse while feeding and also prevents the waste of grain.

USE ONLY U. S. HAMES-THEY ARE STANDARD QUALITY.

#### FEEDING COCOANUT AND PEANUT MEAL.

#### Their Value as Horse Feed Demonstrated by Government Tests.

During the early part of 1910 a short test was made at the Morgan Horse Farm of the Bureau of Animal Industry, near Middlebury, Vt., to observe the effect of substituting for oats in feeding horses a mixture of two parts cocoanut meal and one part peanut meal, by weight. Ten Morgan yearlings and four heavy work horses were used.

Three yearlings (Lot I) were fed as a check lot on the usual ration, which included a variety of grain feed, as well as whole oats, ground oats and hay. Three yearlings (Lot II) were fed the same ration, except that the cocoanut meal and peanut meal replaced onehalf the oats and no old-process linseed meal was fed. Four yearlings (Lot III) were fed the same ration as Lot I, except that all the oats were replaced by the mixture and no old-process linseed meal was fed. Two work horses (Lot IV) were fed as a check lot on the usual ration of oats (whole and ground), corn, bran and hay, and two others (Lot V) were fed the same ration as Lot IV except that the cocoanut and peanut meal mixture replaced the ground oats, which amounted to about onehalf the oats fed. .

On account of the excessive contract prices for oats during the last fiscal year a considerable saving in the cost of the ration was expected. Whole oats cost the farm \$43.75 per ton delivered at the farm, and cocoanut and peanut meal \$28 per ton, delivered at the railroad station, 2 miles from the farm.

The yearlings were started on one-fourth pound per day each of the mixture, an equal amount of other feed being replaced. The work horses received one-half pound per head daily at first. None of the horses took to the cocoanut and peanut meal ration eagerly, and the work horse team so fed was off feed during the first three weeks. Aside from these instances, no difficulty whatever was experienced, and the horses were reported in good condition.

The test began on February 7, 1910, and closed on May 31, 1910. Weights were taken

on three days at the beginning and end, namely, February 5, 6 and 7 and May 30 and 31 and June 1, the average of these weights being taken as the true weights at the beginning and close.

The yearlings on cocoanut meal and peanut meal showed somewhat larger and cheaper gains, those having all their oats replaced giving the best returns. Lot I averaged 468 pounds at the beginning and 576 pounds at the end, showing an average daily gain of 0.05 pounds. Lot II averaged 471 pounds at the start and 504 pounds at the close, making an average daily gain of 1.08 pounds. Lot III averaged 492 pounds at the beginning and 623 pounds at the close, making an average daily gain of 1.15 pounds. The condition of the yearlings was good during the entire test. The cost of feed per hundred pounds gain was as follows: Lot I, \$15.33; Lot II, \$13.39; Lot III, \$12.02. Lot III ate quite a little more feed than the others.

Results were fairly satisfactory with the work horses. Both teams worked 898.5 hours during the test. Lot IV on the ordinary ration, gained 60 pounds in weight during this time, and Lot V on the cocoanut meal and peanut meal ration, gained 20 pounds.——re was a little saving in cost of feed, that of Lot IV costing \$81.17 and that of Lot V costing \$77.10, the cost per hundred working hours being \$9.03 and \$8.58 respectively.

This test seems to indicate that at the prices paid for feed at the time cocoanut and peanut meal, in the proportion of 2 pounds to I, can replace oats in the ration of young horses and may be found advantageous for work horses after they have become accustomed to it.

#### PREVENTING SORE HEELS.

Experienced horsemen have found that the best way to prevent mud fever and sore heels is to let the mud dry on the legs of the horse after scraping and bandaging them, and then brush it out, instead of washing it out when wet. Clipping the legs is often practiced, but it tends to skin eruptions, unless the clipped legs are more thoroughly washed and carefully dried than is often the case with working horses.

# VALUABLE BOOK FOR ADVERTISING AND BUSINESS MEN.

One of the most interesting and useful books on the subject of advertising is the 1911 edition of the Mahin Advertising Data Book. It is neatly bound in leather, and though of vest pocket size, it contains over 500 pages and is crammed with useful information and data pertaining to advertising and selling.

This book contains detailed information on all the important magazines, newspapers and other periodicals published in the United States, Canada, the West Indies and the Philippines, classified and arranged for instant reference.

It also gives population of towns in the United States where daily papers are issued, and shows in dollars and cents the cost of posting each town that is listed.

A great improvement in this the eleventh edition over former issues is that detailed information is given on the 357 trade publications, all arranged under the several classifications.

The large amount of reliable statistical matter, much of it from the 1910 census, arranged especially for quick use by the advertiser, Mr. John Lee Mahin's Ten Tests of an advertisement, and the various authoritative treatises on the subjects of type, color, printing plates, posting, paper, copyrights, trade-marks and patents, etc., make this a complete and indispensable companion for the up-to-date advertising and business man.

Any reader of The Review may have ten days free use of the Mahin Advertising Data Book by writing to the Mahin Advertising Company, American Trust Building, Chicago. If you don't want to keep the book, return it at the end of ten days. Otherwise, send in \$2.00 and the Mahin Messenger will be sent without further cost for 12 consecutive months.

A hame fastener has been perfected that tightens hames easily, quickly and uniformly day after day. It works on a simple lever principle and is so strong that no horse can break it and so durable that it lasts longer than the harness.

#### SHOEING A COLT.

The first shoeing of a colt is the most important of all. Many a good horse has his speed impaired by wrong judgment being used in doing the first job of shoeing. We have heard much on shoeing being an evil necessity but the greatest of all evils comes when the shoeing of the colt has not been followed along sane lines.

In the hands of a competent trainer trouble rarely starts with the first shoeing, because experience tells the handler exactly the kind of a shoe that should be used on the colt for the first time.

Two years of age is not too young for the first shoes to be put on, but at this age, when the breaking-in process has been started, the bones or muscles of the colt have not yet received their full portion of growth or strength, and in order to avoid breakage to the hoof and other damage to the foot it is advisable when colts are being worked at that age to apply hoof wear.

The unfortunate thing about horse-shoeing is that some people look to save expenses in shoeing by applying more weight on the feet than the animal is able to carry and do himself justice. A colt two years old that is a speed prospect should not be asked to carry more than three or four ounces, and it is not out of place to have the same weight attached to each hoof.

Notwithstanding the fact that there are men in the horse business who are always willing to charge some form of incompetence or ignorance against the horseshoer, it is nevertheless a fact that the horseshoers of to-day understand their trade better than those of past history. The improvement can be credited for the most part to the close association which horseshoers have had with men who have given a lifetime of study to the gaiting of horses.

Some of these, however, are not to be considered among the rank of those who understand all of the requirements of a horse, so far as his shoeing is concerned. Take, for instance, one who looks merely at the side of gait without considering the conformation of the animal. It is impossible for such a man

to give sound and safe advice to a shoer, for the reason that he has not looked into the first requirements of the case, and that is conformation.

A horse with a long toe and a low heel, either hind or front, does not possess true conformation, and what nature has denied the art of the shoer must be called into play to correct or remedy whatever defect the abnormal in conformation may have produced. In this particular a shoer will advise a method of shoeing that will bring the fall and ground tread of the foot as nearly as possible under the centre of the leg. If the hind feet are affected alike to those of the front, the same process must be followed, that of centralizing the location of the ground tread with that of the leg.

And the same reasoning follows, if nature has denied truth in conformation to the animal in other respects. The toe-out foot, either hind or front, as a rule invites to the horse offishness in his gait, and in many cases a destruction of a natural gait and speed. But

in the hands of a competent trainer and shoer the remedy is applied by art, and thus the two guides of the work act in concert in producing an improvement in the animal, which, as stated, has not been allotted by nature itself.

But to begin right with the shoeing of the colt and follow it up through the life of the horse, none of those troubles which are found located in the animal which has not been taken aright at the outstart are generally experienced because the shoeing of the colt has been rightly directed and properly followed from the beginning.—From the Horseshoers' Journal.

#### A SAVING OF 50 PER CENT.

By the substitution of two motor cars for teams in the disinfecting department of the Board of Health, Boston, a saving of more than 50 per cent. in the maintenance account has been made.

Do not neglect to give each horse a chance to drink the last thing at night, even if the weather is cool.

# Walpole

# Rubber Heels For Horses CONTRACTION FOLLOWS INFLAMMATION

Inflammation is caused by many different things, principally by the horse being driven on hard roads, such as macadam and paving, without proper protection for the foot.

Protect your horse's feet from contracting by giving the frog a natural support, such as the Walpole furnishes.

Then the heel of the foot will expand at every step because it has a smooth surface to rest upon.

Nothing to cause a pressure inward, no groove for the heel and wall to catch in and prevent spreading. Walpole Heels eliminate all of these faults and also

Walpole Heels eliminate all of these faults and also stop concussion.

The Spring steel plate supports the frog as nature intended. In fact, the Walpole Heel can be so regulated as to positively relieve all soreness or tenderness.

#### Free Advice From Our Veterinary Department.

If your horse is lame, sore, tender, or has any foot trouble simply write us the facts and you will receive advice and personal information from high authority without any cost whatever. Simply address Veterinary Dept.

#### WALPOLE RUBBER COMPANY

185 Summer Street, BOSTON, MASS.



#### A CASE OF HORSE CONFIDENCE.

Two men stood on the street curb gazing at the passing procession of vehicles, horsedrawn and motors, passing by. The snow was falling and already about an inch of the beautiful lay on the pavement. It was cold. and while the big rubber wheels of the motor cads skidded on the slippery street whenever a turn of the machine was made, it was noticed that even though many of them wore shoes that were flat, the horses seemed to hold themselves well up. The fact suggested an inquiry as to why this was, for it is generally believed that without sharp shoes no horses could travel safely on slippery streets. horseshoer approached on the subject gave this as the reason. He said: "It is simply a case of strong confidence which the horse has in You know that when the first snow himself. comes in the fall, if it is cold enough to have it stay on the ground, the horse is not used to such things, because he has been going along for eight or nine months on bare ground with no slipping, but the moment he strikes the ice it's all off with him, and unless he is sharpshod he simply falls to the pavement or strains every muscle trying to move along. ter a while he gets used to things, and if the weather changes and we have slipping one week and clean pavements the next, you can notice that the horse doesn't mind it so much as he did when the first snow fell. the winter passes he gets so much confidence in himself that some horses are not brought back to be shod though their shoes may be almost without a calk, or at least the calks are very dull."

Being a strong believer in the subject of mind over matter I couldn't help making a comparison between horse and man as I thought of how much good comes from having confidence in things and people.

The foregoing was printed in a monthly magazine and after reading the average among us will naturally contend that the writer reached an easy conclusion in his deduction of the reasons why some horses travel (during the icy season) safely without sharp calks.

For the one that is absolutely sure-footed under such circumstances there are hundreds that demand sharp calks to enable them to travel.

Further, many drivers, or owners, are careless, perhaps niggardly, in having their horses resharpened when they require it, and not until some trouble such as an injury from falling, comes to the horse do such as these open their eyes to the fallacy of "spending the pound to save the penny."

It is true that there is a certain degree of confidence in horses traveling on slippery pavements in the late winter that they do not have in the early portion thereof, but withal there is a condition existing that always demands attention, and which cannot be escaped if bone and sinew in horse values is to be considered. And the mere having of confidence does not provide the remedy in such cases.—The Horse Shoers' Journal.

"Washington reached the Presidency after overcoming many difficulties."

"Quite so. He wasn't even an Ohio man."



THE ONLY PRACTICAL

# Grain-Saving Ventilated Feed Bag

Pays for itself in a short time. Thousands of satisfied users in

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THE AVEY WAY Ask your dealer to order now or send us your order.

AVEY HUMANE FEED BAG COMPANY,
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# GRAPHITE PRODUCTS FOR THE RAILROAD.

A new booklet has just been issued by the Joseph Dixon Crucible Company of Jersey City, N. J., under the above title. This, as its name implies, covers the Dixon line of products that are widely used in railroad service.

The object of the book is to bring under one cover all the various products in the Dixon line that are of interest to the various mechanical departments of railroads. These include various graphite lubricants, protective paint, crucibles, facings, etc., all of which have been found by actual service to give satisfactory results.

The booklet runs to 40 pages and is quite attractively illustrated by means of photographs showing different views of railroad stations and yards, different types of locomotives, stretches of track, signals, bridges, etc. If you are interested in the use of any graphite products about the railroad, you should write for copy of this booklet, which will be sent free to those desiring it.

Each President left tales galore For men to quote

And furnished, in his way, a store Of anecdote.

Old writers peddled them in bales And made a mint;

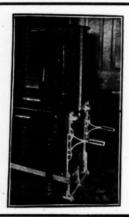
But now those old time-honored tales Are out of print.

Log cabin yarns are out of date We must avow;

And stories once considered great Are musty now.

Old stories vanish, you'll agree, From out our lives.

The story of the cherry tree Alone survives.



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Passenger Office: 506 CHESTNUT STREET.

&, J. TANSEY, PREDIDENT AND GENERAL MANAGER.

## The Motor Truck and Automobiles

#### How To Choose A Motor Truck.

Every revolutionary movement is regarded with more or less suspicion by those directly or indirectly affected. It is usually those who have little to lose and everything to gain who are the first to join such a cause. In those two statements are contained the reasons why motor trucks are only now coming into their own, and "their own" is a field so large that in the near future the pleasure car business will be almost a side issue.

In the first place no firm or corporation will replace horses with motor trucks until shown a saving. To show cost the depreciation must be figured, and as this depreciation depends on the use or abuse of a motor it can only be estimated. It is the greatest stumbling block in the introduction of motor trucks.

In the second place the experienced automobile manufacturers until recently have been unwilling to put trucks on the market until they were satisfied that their machines were satisfactory. Most of them had the bitter experience of producing some one model car which had proved a failure, and they realized how serious a repetition would be in trucks. With the standard manufacturers not producing and a growing demand the promo-Selecting a man from ters saw their chance. some successful company they proceeded to herald him as an embryo Westinghouse or a second Edison, formed a company and proceeded to produce trucks. What was more

unfortunate, they sold them. The hardest sales to make are to the merchants who bought these unsatisfactory machines and were compelled to return to horses.

The essential point in buying a truck is selecting the manufacturers who produce it. By this we refer to the resources and success the company has had in the past. ful automobile manufacturers are quite, if not more particular, about their reputation and records than most business houses, and they will stand back of their machines-not for three months or a year, but as long as the trucks run. Replacements of worn parts from such firms can always be obtained. show the extreme to which this idea is carried and which shows how necessary such service is, we can cite one firm which, when an improvement is made on its trucks, a campaign replacing old style part on every truck that has been sold is made, and it is done free of In this way all its machines are kept up to date. At first glance this looks like philanthropy, but on the contrary, it is good economical business. This firm will not have to keep manufacturing old style equipment, or be compelled to carry in stock different attachments for the same part of the

Should the manufacturers of the truck one wishes to purchase have no local agent or having an agent financially unable to keep a full stock of parts on hand, it is far better to take





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Prices are the same to all-\$3,50 a dozen or \$42.00 a gross. Orders of 3 dozen or more f. o. b. your city. Terms 2 per cent. ten days, 30 days net

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a second choice. Long distance service is unsatisfactory at best. The delay in receiving some special part costing perhaps only a few cents, will throw a truck out of service for days. Another annoying feature met with in an "orphan" truck is the absence of a skilled mechanic familiar with the particular construction of the "orphan's" anatomy. tomobiles have been put out of commission by the inexperience of mechanics than by all the careless driving or bad road conditions com-The initial cost of any truck is by far the smallest consideration. The making of concessions is an acknowledgment that the truck is not worth the price at which it is No agent who expects to give technical attention to his cars can afford to relinguish any of his commission on a truck sale. There are agents who every year handle a different make of car, and in that way succeed in eliminating service costs, the heaviest fixed charge in operating and retaining a successful automobile business. usually this class of agents who are willing to make concessions which will eventually be paid several times over by the purchaser.

#### Auto Truck Cheapest.

The motor truck is the greatest source of economy which has been presented to the business man in years. It is in the same rank of importance to the business world as the telephone, electric light, printing press and typewriter. It is surely bringing about as great a revolution in matters pertaining to transportation and hauling as these other inventions have caused in their individual fields.

The business man who reckons profits only in dollars and cents finds that the motor truck gives better service and has a large balance to its credit as savings at the end of the year, over what it costs his teams to do an equal amount of work.

On short hauls the motor truck will do the work of two two-horse teams; on very long hauls it will do the work of as many as four two-horse teams.

The expense of operation is directly in proportion to the service rendered, and is not a fixed amount as in the case of horse haulage, where idle teams are almost as expensive to feed as those which are doing heavy work.

# Union Express Lines Uses A Big Truck On McKeesport Trip.

When one refers to the expressmen not connected with any of the big, world-famed concerns, the vision looms up of a man waiting patiently about the streets for somebody to engage him. It is, therefore, one of the surprises that greet the searcher for progress in all lines of business to find an expressman with a powerful 40-horse power motor truck, a Packard of the newest type, doing a splendid business in this city.

At the Local Union office, 612 Duquesne way, Pittsburgh, Pa., inquiry for Jacob Wise brings the progressive expressman. This is what he thinks of his motor truck:

"I bought my truck almost a year ago and have used it ever since, covering an average of 45 miles each day, carrying big loads, and I have been only stalled one day on account of tire troubles.

"I have a man who drives the truck for me, and both he and I are satisfied that it is a paying proposition. The truck covers Duquesne and McKeesport every day and takes the place of four horses and two wagons. It would be impossible for a team to either take the big load we carry or make the trip daily.

"In order to compete with one truck such as we use, it would take two good teams and wagons. Each team would have to be used on alternate days, and the expense of keeping four horses, their board, shoeing and hundreds of other items, would amount to many times the price of running expenses and repairs on a truck.

"We have our route so well arranged now that we are as punctual as a train. While our stops are at different places almost every day, we arrange to keep our schedule in good order. With teams this is sometimes impossible, and while a little repairing can be done quickly on a truck in a city, everyone who uses a horse in the express business will know what it means to have a lame animal in the barn, incapable of doing any work, and necessitating the care of a veterinary and eating up many a day's income.

"The motor truck has its great advantages which outshine those of the team and disadvantages which are trivial compared with the old method of carting and delivering goods. As far as I know everyone who owns a motor truck is satisfied with the work it does and the work it can do. We are getting out every cent we put in ours in hard work, and are satisfied.

"People talk so much about automobiles getting stuck on the hills in the city or in McKeesport. Our truck has been scaling Jenny Lind street in McKeesport daily, and those who live nearby know what a climb that is. We go up the Kennywood hill, too, and have never been forced back on account of the truck refusing to 'keep going.'

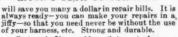
"As for tires, they form the chief item of expense. Yet I have had to change tires only once on my car. I lost two tires by using a faulty chain, which simply cut through the rubber, and the other two tires wore out. Of course, I take the item of tire expense into my calculations, and I figure we are saving money.

"I think the time is coming when the motor truck will replace the horse and wagon for the hauling of heavy loads. We use a three-ton machine and deliver from 50 to 80 consignments a day with it, ranging from drugs to pianos."

#### REPAIR YOUR OWN HARNESS

Myer's Lock Stitch Awl repairs quickly and perfectly anything that can be sewed together. Mends torn and broken harness, blankets, robes, saddles tops, etc. It stitches both sides with a lock stitch that can't break or pull out; works like a sewing machine.





Costs only \$1 prepaid. Get one to day.

AGENTS—You can make big money by our improved selling plan.

C. A. MYERS CO., 6305 Lexington Avenue, Chicago.

#### Sources of Motor Truck Drivers.

One problem which is causing considerable trouble of solution, particularly in the larger installations of motor trucks is the matter of obtaining and holding efficient or serviceable drivers.

The already trained driver of a pleasure car is almost out of the question because of the shorter hours, greater wages and numerous privileges which he will have in the former service and not in the latter. On the other hand, the latter offers year round service as against eight or nine months' work driving In the long run, the larger a pleasure car. wages and shorter length of season will reduce to the equivalent of the longer season at lower wages, insofar as the total money received is concerned. Many chauffeurs are beginning to appreciate this fact and take department store and other driving positions at lower wages.

As for the horse driver, he has a knowledge of traffic rules and regulations, degree of congestion, best routes to take, short cuts, etc., as well as the handling of packages, deliveries, etc., which are of great value. But before this can be utilized, he must be trained to drive the motor truck. This is a costly process for the firm, since it not alone takes all the new man's time, but all of the time of a vehicle and a skilled driver for several days. Multiplying this by the 40 or 50 drivers necessary in a large installation gives a large total loss which cannot be offset by any corresponding income or receipt, in short, it is a dead loss.

Between the two, the absolutely skilled and the absolutely unskilled, there is a large class of men available, those horse drivers or others who have taken private automobile driving lessons, attended an automobile school, or in other ways fitted themselves for this work.

To this last class, by far the most numerous and containing, too, the better class of workmen, the factories are constantly making additions. The latest idea is the factory school, which either trains the young man who wants to drive, or the employe of the firm which has bought a car or cars, and wants its man to be

skilled in the mechanism of that particular truck. In this way, the factory is doing a great deal of very good educational work. There are several factories now doing this, notably the Packard, Autocar and Franklin companies, but their number is too few, every truck firm in the country should be participating in this good work, which will aid the whole industry.—The Motor Truck.

#### Chicago Commercial Truck Association.

As a result of an informal meeting at the new Southern Hotel, Chicago, on December 29th, local representatives of the commercial truck and delivery wagon makers are planning to organize an association to promote the sale of this type of motor vehicle. A permanent organization will be effected.

Chicago has developed into one of the largest sale centers in the country for the disposal of commercial vehicles, and with a boosting organization, such as is now being formed, the

city will retain its prestige in this department of the motor car industry, it is believed, as is the situation in pleasure cars.

#### Motor Maxims.

Still motors run cheap.

It's a short lane knows no scorching.

A good road is rather to be chosen than great ditches.

He who speeds and runs away may live to be nabbed some other day.

A rut in the road may prove the power behind the thrown.

Never look a gift taxi in the meter.
A scorched chauffeur dreads the tire.
Too many tinkers spoil the car.
Satan finds work for idle cars to do.
Dum Speedimus, Speedamus!
Of two constables, choose the smallest.
Collisions never come singly.

A rolling car gathers no dross.

—Harper's Weekly.

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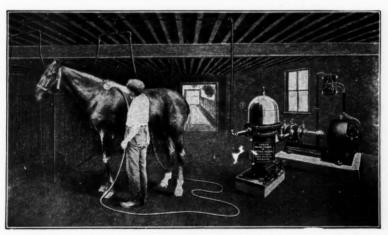
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